

Message Text

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PAGE 01 BERLIN 05971 121625Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----090793 131956Z /12

R 121624Z SEP 78
FM AMEMBASSY BERLIN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8183
AMEMBASSY WARSAW
AMEMBASSY BELGRADE
AMEMBASSY BUCHAREST
AMEMBASSY VIENNA

UNCLAS BERLIN 05971

USDOC FOR BEWT/TPD

VIENNA FOR TRADE FAIR SUPPORT OFFICE/VONTILLIUS

E.O. 11652: GDS
TAGS: BEXP, GE
SUBJECT: INDUSTRIAL WELDING TSS

REF: (A) STATE 214017

1. WE WISH TO SECOND THE SUGGESTION MADE BY EMBASSY WARSAW (WARSAW 7192) THAT OUR INABILITY TO MOUNT AN INDUSTRIAL WELDING TSS IN NOVEMBER SHOULD BE CONSIDERED A POSTPONEMENT, RATHER THAN A CANCELLATION, OF THE EVENT. BASED ON THE GDR'S EXPRESSED INTEREST IN WELDING TECHNOLOGY AS A SUBJECT FOR A TSS, WE CONTINUE TO CONSIDER THIS A VIABLE THEME. MOREOVER, THE APPARENT DECISION OF THE GDR TO EMBARK ON THE DEVELOPMENT AND PRODUCTION OF A NEW PASSENGER AUTOMOBILE IN THE EARLY 1980'S INCREASES PROSPECTS FOR THIS TYPE OF EQUIPMENT, PARTICULARLY FOR AUTOMATED WELDING EQUIPMENT AND WELDING ROBOTS.

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2. WE RECOGNIZE THAT LACK OF DETAILED MARKET INFORMATION DOES NOT HELP RECRUITMENT EFFORT. IN THIS CONNECTION WE WOULD REMIND, HOWEVER, THAT OUR EXPORT PROMOTION EFFORTS IN THE GDR CANNOT BE PINNED TO COMPREHENSIVE MARKET DATA, WHICH WE ARE NOT LIKELY TO OBTAIN. THEY MUST, RATHER, BE BASED ON OUR OWN ASSESSMENT OF GDR NEEDS COMBINED

WITH U.S. INDUSTRY'S ESTIMATE OF WHAT TECHNOLOGIES WOULD
BE OF INTEREST TO AN ECONOMY OF THE SORT WE KNOW THE GDR
TO BE. WE VIEW THE TECHNICAL SALES SEMINAR AS ONE OF THE
MOST EFFECTIVE MEANS AVAILABLE FOR U.S. INDUSTRY TO GAIN
INFORMATION ABOUT POTENTIAL COMMERCIAL OPPORTUNITIES; AND
WE RECOMMEND THAT CONSIDERATION BE GIVEN TO AN INDUSTRIAL
WELDING TSS AT A LATER DATE. POLANSKY

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 12 sep 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BERLIN05971
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: DG ALTERED
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780372-1206
Format: TEL
From: BERLIN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780974/aaaacisx.tel
Line Count: 69
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
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Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 STATE 214017
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1458876
Secure: OPEN
Status: NATIVE
Subject: INDUSTRIAL WELDING TSS
TAGS: BEXP, GC
To: COM
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/fbdadf51-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014